

## Message Text

UNCLASSIFIED

PAGE 01 QUITO 08594 282228Z  
ACTION ARA-14

INFO OCT-01 EB-08 ISO-00 /023 W  
-----025820 290628Z /14

R 282100Z DEC 77  
FM AMEMBASSY QUITO  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 6754  
AMCONSUL GUAYAQUIL POUCH

UNCLAS QUITO 8594

E.O. 11652: N/A  
TAGS: BEXP, EC  
SUBJECT: PRODUCT OPPORTUNITY - PLANT TO PRODUCE LIGHT BULBS

1. FABRI-CABLES, A FIRM WELL AND FAVORABLY KNOWN TO THIS EMBASSY, PLANS TO EXPAND ITS ACTIVITIES INTO THE MANUFACTURE OR ASSEMBLY OF LIGHT BULBS. PLANS CALL FOR AN INITIAL ANNUAL PRODUCTION RATE OF 2 MILLION BULBS OF 40 TO 100 WATTS, AND 1 MILLION FLORESCENT TUBES. CAPACITY WILL LIKELY BE DOUBLED IN THE SHORT TERM. TECHNICAL ADVICE AND PERSONNEL TRAINING WILL BE REQUIRED. FABRI-CABLES IS OPEN-MINDED AS TO BUSINESS PROPOSALS AND IS AGREEABLE TO A JOINT VENTURE. THE FIRST CHOICE FOR THE PLANT SITE IS AT AN ALTITUDE OF ABOUT 2,800 METERS, WHILE THE SECOND CHOICE IS AT ABOUT SEA-LEVEL WHERE HUMIDITY IS HIGH.

2. IMPORTATION OF LIGHT BULBS INTO ECUADOR IS PROHIBITED, AND RELAXATION OF THIS PROTECTION IS NOT IN SIGHT. THIS PROTECTS THE ONE DOMESTICALLY-LOCATED PLANT OWNED BY OSRAM OF WEST GERMANY. FABRI-CABLES INFORMS THAT OSRAM SATISFIES DOMESTIC DEMAND BUT THAT PRICES ARE MONOPOLISTIC AND QUALITY IS POOR (DUE IN PART TO THE HUMID COASTAL CONDITIONS UNDER WHICH PRODUCTION IS EFFECTED).

3. FABRI-CABLES REQUESTS THAT SYLVANIA NOT, REPEAT NOT, UNCLASSIFIED

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BE CONTACTED ABOUT THIS OPPORTUNITY.

4. INTERESTED PARTIES SHOULD CONTACT:  
MR. RONALD LACKENBACHER, MANAGER  
FABRI-CABLES CIA. LTDA.  
CASILLA 6069 CCI  
QUITO, ECUADOR

TELEPHONE: 245-702

ENGLISH CORRESPONDENCE ACCEPTABLE.

BLOOMFIELD

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 28-Dec-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition Event:**  
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**Disposition Reason:**  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Original Handling Restrictions:** n/a  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 120772  
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**Status:** NATIVE  
**Subject:** PRODUCT OPPORTUNITY - PLANT TO PRODUCE LIGHT BULBS  
**TAGS:** BEXP, EC  
**To:** COM  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/31fa5dfc-c188-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
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